

## Talking with Guests at Events

*Use these discussion points to explain how to become a member to guests who regularly attend activities and others interested in joining Modern Woodmen.*

- **Explain who Modern Woodmen is.**

- Refer to the “About Modern Woodmen” discussion points.

*We offer activities for members of Modern Woodmen – those who have a financial product or social membership with us – to give them opportunities to socialize, learn and give back to the local community.*

- **Give the individual your financial representative’s contact information or your chapter’s membership coordinator contact information.**

- **Encourage membership.**

- *It would be great to have you as part of this chapter to help us make an impact in the local community.*